

Squirrel: One Month to Renegotiate License Agreements and Pricing to Include Hospital Acquisitions

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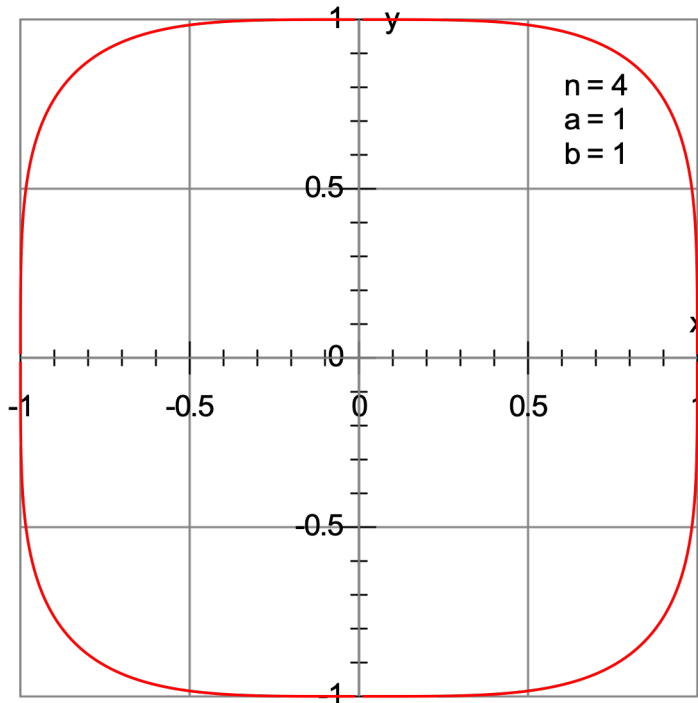
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Squircle???



Also known as a Superellipse, which was coined by Piet Hein (a Danish poet and scientist), and he described the shape:

“It isn't fixed, isn't definite like a circle or square. You don't know what it is. It isn't esthetically satisfying...It is neither round nor rectangular, but in between. Yet it is fixed, it is definite — it has a unity.”

*Image By Krishnavedala - Own work, CC BY-SA 3.0,
<https://commons.wikimedia.org/w/index.php?curid=15290345>

*Wikipedia contributors. (2019, September 8). Superellipse. In *Wikipedia, The Free Encyclopedia*. Retrieved 18:47, September 27, 2019,
from <https://en.wikipedia.org/w/index.php?title=Superellipse&oldid=914714490>

Fact Sheet

- Medical University of South Carolina consists of:
 - 6 colleges
 - 3,000 students
 - Approximately 1,500 full-time faculty
 - 750 residents in over 80 residencies
- MUSC Health Enterprise consists of:
 - MUSC Medical Center
 - MUSC Children's Health
 - MUSC Hollings Cancer Center
 - MUSC Neurosciences
 - MUSC Heart and Vascular Center
 - MUSC Health Center for Telehealth
- MUSC Research consists of:
 - Approximately 1,330 clinical trials
 - 589 principle investigators
 - Designated Clinical and Translational Science Award hub



Background

- November 2018, MUSC Board of Trustees announced a plan to acquire 4 regional hospitals
 - Chester Medical Center
 - Lancaster Medical Center
 - Florence Medical Center
 - Marion Medical Center
- Late December 2018, learned that all hospital employees would receive NetID's
 - **NetID = Access to Library-Subscribed Resources**
- Director of Information Resources and Collection Services (DIRCS) drafts communication workflow with vendors



Background Continued...

- Mid-January 2019, key Library faculty met with Health System Administration Planning Team (HSAPT). Members included:
 - Director of Program Management
 - Management Consultant
 - Chief Medical Officer
 - Chief Information Officer
 - Learning Technology Professional Development Specialist
 - Information Solutions Specialist
 - Health System Administrator
- Problem: due to the current IT infrastructure, the hospitals and employees would be able to access all Library-subscribed resources on Day 1 (March 1st, 2019)

Background Continued...

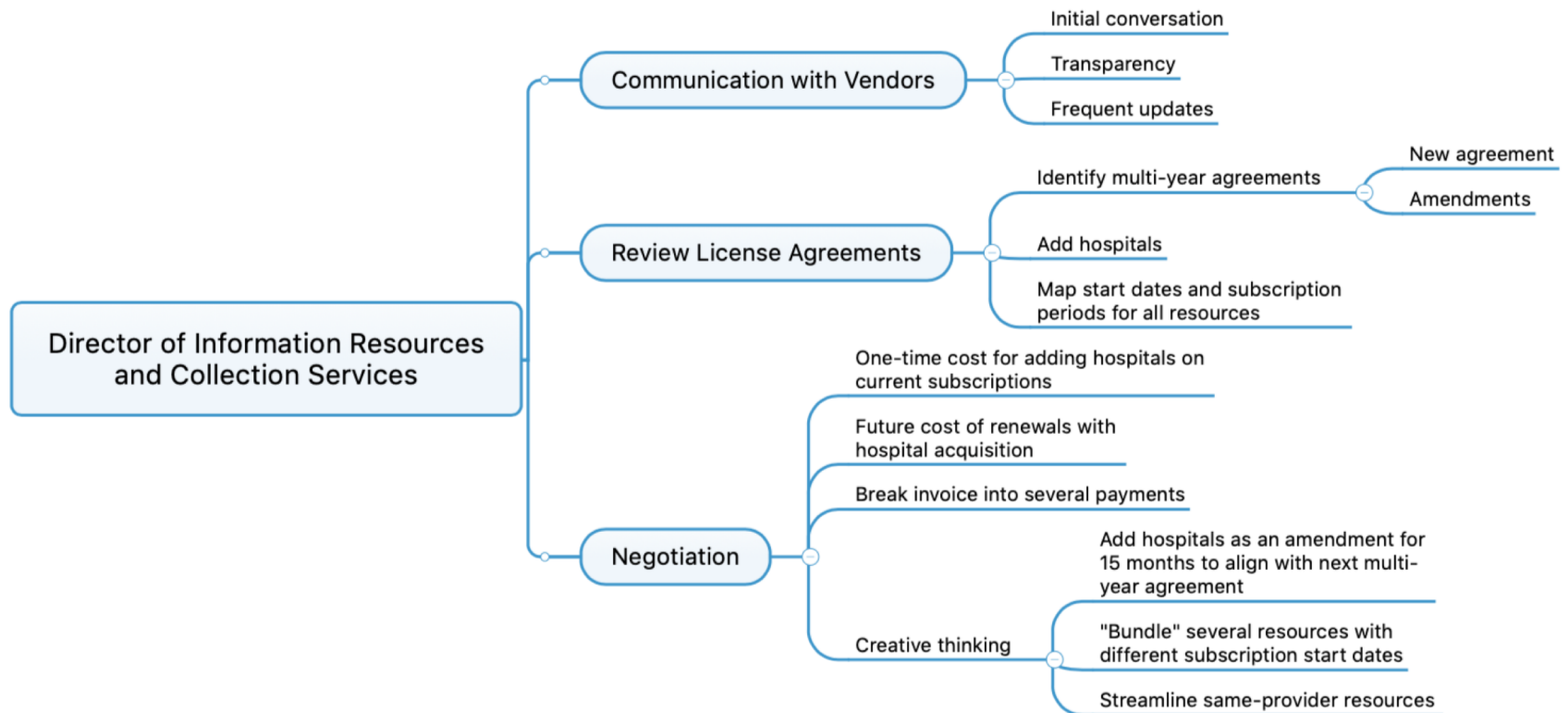
- 1 month before Go Live, DIRCS and other Library personnel adjust workflows to include:
 - Assess current license agreements
 - Identify which agreements could be amended and those that would require a new license
 - Acquire updated pricing
- Communication workflow between HSAPT, Procurement, and Legal is also established

It's complicated...

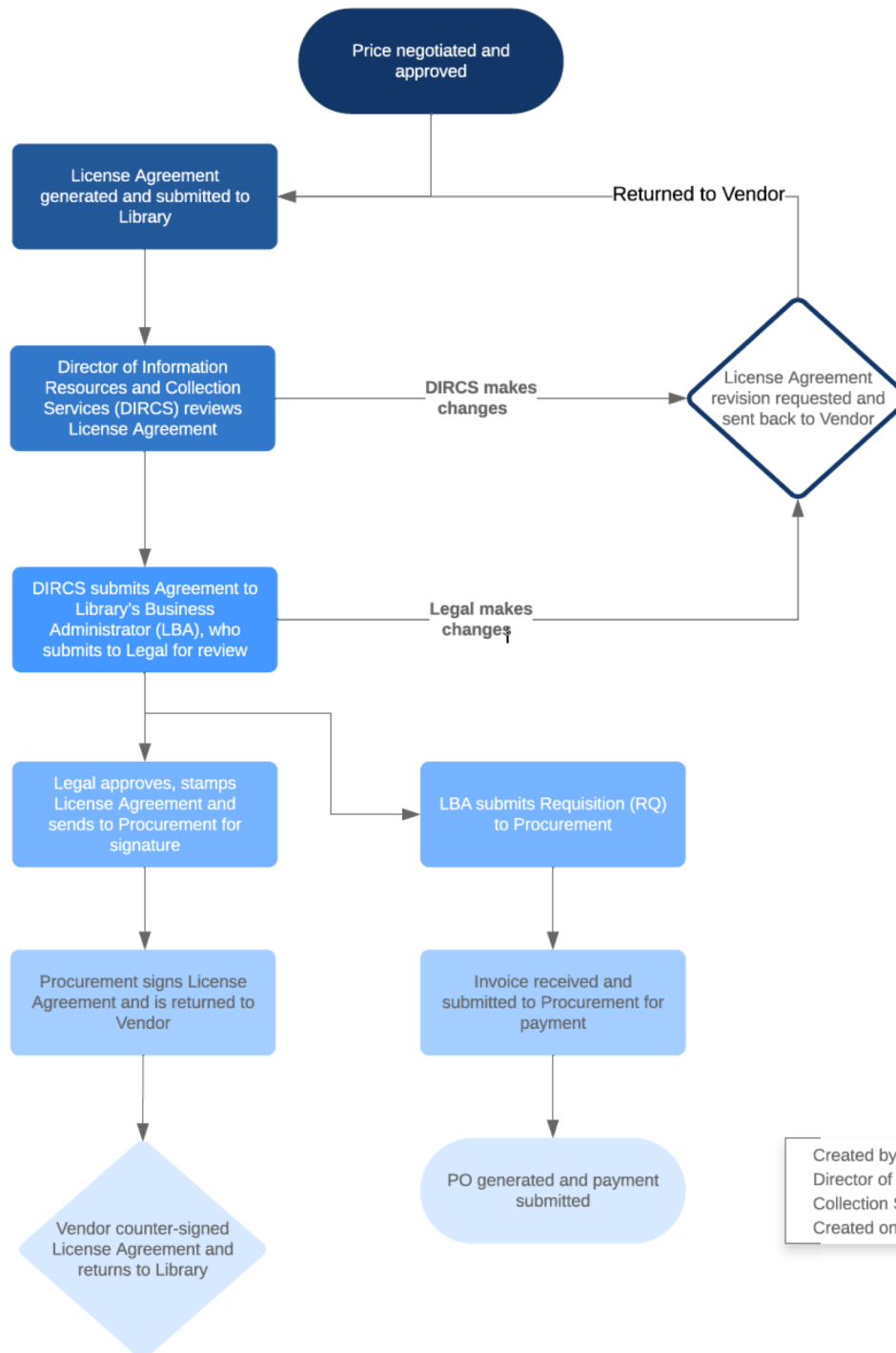


Some adhoc Workflows

DIRCS Overall Workflow

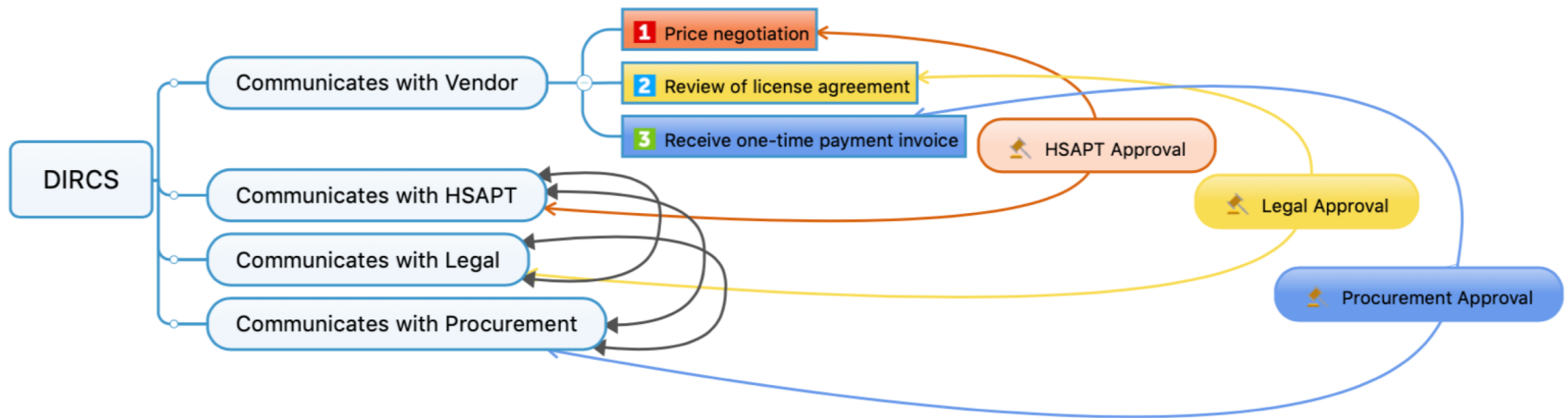


DIRCS Process for Renewing with a New License Agreement



Created by Jean Gudenais MLIS, AHIP
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Created on July 5th, 2019

DIRCS Communication Workflow



Conclusions

- Strong established partnership and collaboration were essential
- The Library was able to negotiate the funding increase to shared services
- Workflows aided those not directly involved—especially when it came to determining which entity an agreement would reside (University or Health System) or if an invoice had been paid
- HSAPT needed to include the Library and other departments earlier in the acquisition process to avoid disruptions in services and other issues
- Why Squirle



Questions? Comments?



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